

Building a Leadership Pipeline for Proactive E-Resource Negotiations



IUPUI



Tina Baich

Senior Associate
Dean for Scholarly
Communication &
Content Strategies
University Library
cbaich@iupui.edu



Katharine V. Macy

Collection
Assessment
Librarian / Liaison
to Business &
Economics
University Library
macyk@iupui.edu



Kevin Petsche

Head of Resource
Acquisition and
Description
University Library
kpetsche@iupui.edu



The Challenges

Facing budget pressures, unsustainable increases



One of our solutions

Formation of the Resource Negotiation Working Group

Formation: July – October 2019



Introduced idea

Developed charge

Received approvals

Called for members

Approved charge and set to work

The Purpose



Library

Support Head of RAD in conducting negotiations

Develop and use tools needed to proactively plan for negotiations

Determine preferred license terms

Librarians

Gain negotiation skills

Develop deeper understanding of vendor relations

Engage in a productive learning experience



Our First Year (2020)

Projects, Group Challenges, Benefits

Negotiation Training



Best practices & principles

Fictional library case studies for practice

Small journal package

Database

Real life current resource negotiation
analysis and strategy

At the beginning preparation is key for
members.

Standard Licensing Terms



What Are Standard Licensing Terms?

What Terms Do We Want to Emphasize?

Institutional Repository Deposit

Open Access Option



Working Group Challenge #1



Professional Development vs Service

Growth Mindset
vs
Establish Expert

Working Group Challenge #2



Establishing Tone

Move from soft and hard negotiator roles into principled negotiations.¹

Gained support from charter champion in setting tone within communications

1. Fisher, R., Ury, W., & Patton, B. (1991). *Getting to Yes: Negotiating Agreement Without Giving In* (2nd ed.). New York: Houghton Mifflin Company.



2020!

Source: Dumpster Fire GIF by Moodman



Benefits Attained



Provides leadership development

Meets desire of library professions who want to develop negotiation skills for work and life.

Gathers diverse new perspectives and expertise

2021 and Beyond



A Big Renegotiation

Strategize and plan the renegotiation of terms of an agreement with a significant vendor

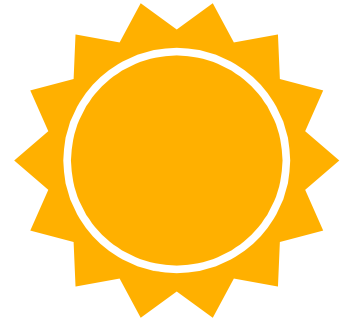
Negotiation Prep

Develop a standard operating procedure around analysis and planning for resource negotiations

Identify Priorities

Review e-resource collections prioritize databases and packages for negotiation prep

THANKS!



Any questions?

This presentation is available in [IUPUI ScholarWorks](#).



PHOTO CREDITS



"IUPUI Campus Center" by [noahwesley](#) is licensed under [CC BY-NC-SA 2.0](#)

"IUPUI Campus" by [cogdogblog](#) is marked with [CC0 1.0](#)

"IUPUI pyramid power!" by [ecgarrison](#) is licensed under [CC BY-NC-SA 2.0](#)

"IUPUI Library" by [Tom Haymes](#) is licensed under [CC BY-NC-SA 2.0](#)

Slide template available at [SlidesCarnival.com](#)